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October 21, 1992

Ms. Donna R. Searcy
Secretary
Federal Communications Commission
1919 M Street, N.W., Room 222
Washington, DC 20554

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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

Re: Ex Parte Presentation
GEN Docket No. 90-314; ET Docket No. 92-100

Dear Ms. Searcy:

Today, on behalf of Paging Network, Inc. ("PageNet"), Ronald Turner, Vice President, Systems and Technology, David Gamble, Vice President, Regulatory Affairs and I met with Stevenson S. Kaminer, Commissioner Marshall's Office, James L. Gattuso, Deputy Chief, Office of Planning and Policy, Linda Oliver, Commissioner Duggan's Office, Bruce Franca, Office of Engineering and Technology, David Siddall and Fred Thomas, Office of Engineering and Technology to discuss issues relating to the above-referenced proceeding.

Pursuant to Section 1.1206 of the Commission's Rules, 47 C.F.R. § 1.1206, two (2) copies of materials distributed in these meetings are attached hereto.

Should any questions arise in connection with this filing, kindly contact the undersigned directly. Thank you for your attention to this matter.

Respectfully submitted,

Judith St. Ledger-Roty
Judith St. Ledger-Roty
Counsel for Paging Network, Inc.

JSLR:pd1

Enclosures

cc: Stevenson S. Kaminer
James L. Gattuso
Linda Oliver
Bruce Franca
David Siddall
Fred Thomas

PageNet is the Leader in the Paging Industry

- Largest Subscriber Base
- Fastest Growing
- High Quality / Lowest Cost Provider
- High Spectral Efficiencies

PAGENET

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PageNet's Growth Far Outstrips the Competition's

Units in Service Among Leading Paging Companies

	<u>October 1991</u>	<u>March 1988</u>
#1 PageNet	1,165,000*	290,000
#2 BellSouth	940,000	735,000
#3 Southwestern Bell	910,000	625,000
#4 PacTel Paging	550,000	310,000
#5 McCaw Cellular	325,000	165,000

Source: RCR March 1988 and October 1991

* PageNet at 1,438,983 as of March 31,1992

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PageNet is a Differentiated Low-Cost Provider

- **State-of-the-Art System Design and Engineering**
- **Efficient General and Administrative Structure**
- **Highly Productive Sales and Marketing Effort**
- **Significant Purchasing Economies of Scale**

PAGENET

Retail Outlets & Resellers

- Distributed in Approximately 2,400 Retail Outlets
- National outlets include: Home Depot, K-Mart, Payless, The Emporium, Nationwide Electronics, Sixth Avenue Electronics, Burdines, Filco and Costco
- Retail Net Gains Already Averaging 6,000 per month
- Presently 1,257 Resellers
- Resellers Net Gain Averaging 27,000 per month

VoiceNowSM is Leading Edge Technology

- VoiceNowSM represents advances in paging which compare favorably to advances that cellular brought to two-way mobile services
- VoiceNowSM introduces a 22 fold increase in spectrum utilization, permitting PageNet to serve approximately 330,000 voice rather than 1500 voice subscribers

PAGENET

PageNet's VoiceNowSM Service is Consumer Driven

- Exponential unmet demand for voice messaging services

 - Lower cost alternative to other messaging systems

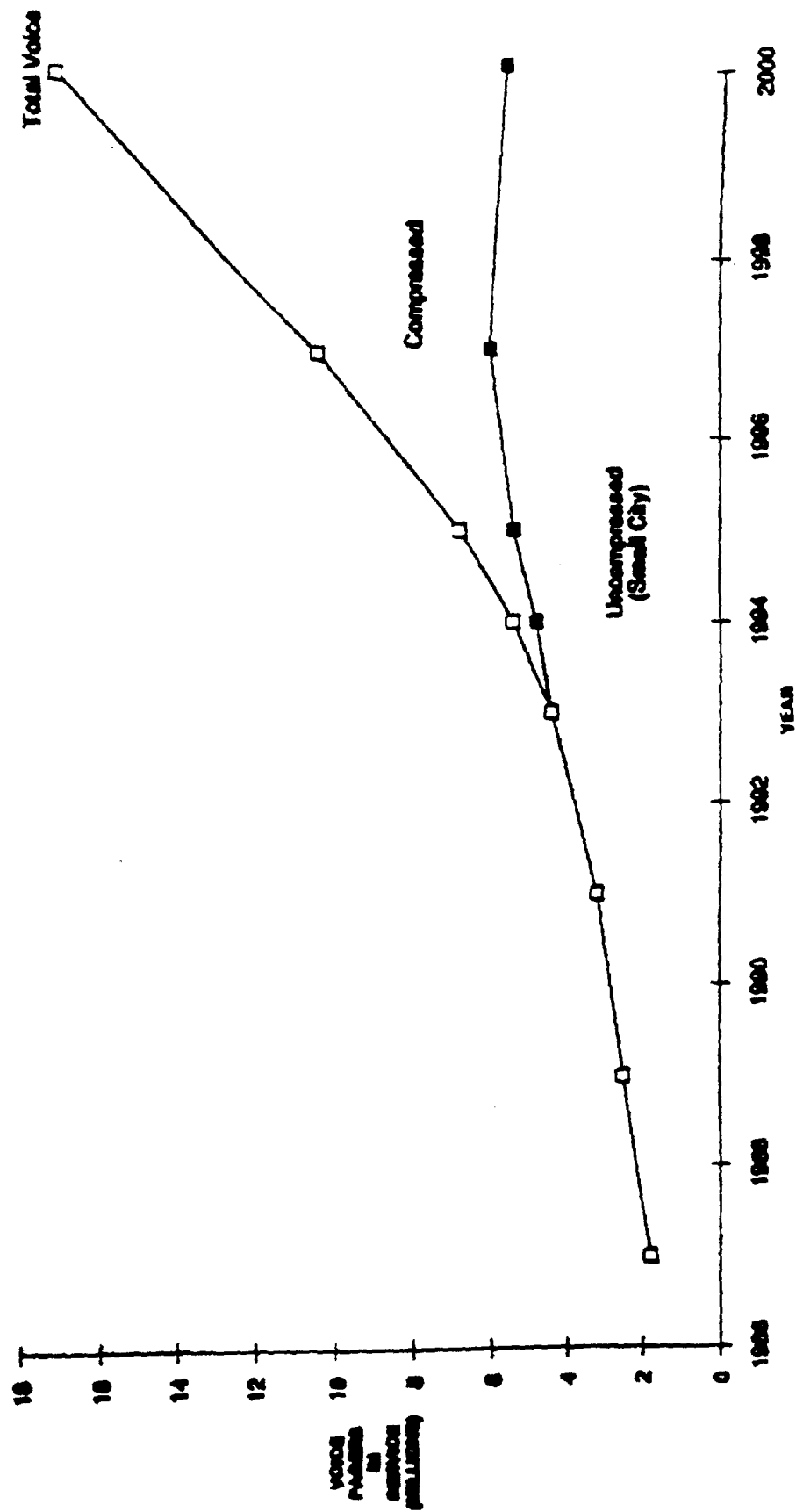
 - Ease and Familiarity of use

 - High information content

- Focus groups conducted for PageNet confirmed user demand for voice services

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PAGING SPECTRUM NEEDS NEW SERVICES SCENARIO - PAGER TYPES



30091

FIGURE 2

VoiceNowSM Service Lowers Subscriber Costs

**Traditional Voice
Paging Services**

\$25 -\$30 per month

**VoiceNowSM
Advanced Messaging Service**

\$15 - \$20 per month

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TECHNOLOGY

- frequency re-use
- digital modulation
- voice compression

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PAGING NETWORK, INC.

SYSTEM DESIGN

SIMULCAST SIGNALLING

ACK RECEIVERS

INDIVIDUAL MESSAGE TRANSMITTERS

PAGENET

PAGING NETWORK, INC.

CHANNELIZATION PLAN - "STRAWMAN"

